

# **EXHIBIT “A”**

FOLKMAN DEVELOPMENT

VIEW

# FOLKMAN DEVELOPMENT

WE ARE AN AWARD WINNING  
REAL ESTATE DEVELOPMENT COMPANY  
WITH OVER 25 YEARS OF EXPERIENCE

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## OUR SERVICES AND CAPABILITIES

We provide services to a diverse range of real-estate firms and partners across multiple cities and industries, and we help our clients by providing real-estate development, consulting, marketing and brokerage services.



### DEVELOPMENT

We design, permit, build, and market developments that range from the reuse of historic urban buildings to cluster designed suburban developments. Our team can deliver every step of the process from selecting a site, to hiring and managing contractors, architects, and consultants.

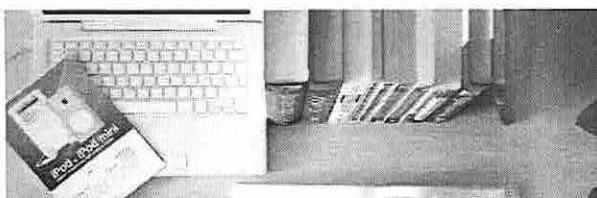
### CONSULTING

We can help you turn critical and complex real estate issues into opportunities for growth. From business owners and investors to lenders and corporate groups, we offer you the experience, know-how, and the strategic planning that helps lead to better decisions.



### MARKETING

We provide advertising and marketing services to help our clients increase its brand visibility and generate leads for their assets. We provide services ranging from traditional advertising to internet advertising, such as



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PIOMONTE.

**BROKERAGE**

As an independently owned, boutique real estate brokerage, we offer comprehensive residential and commercial real estate solutions. Our services include investment sales, retail, office, industrial, mixed-use, and multi-family brokerage (sales and leasing).

**OUR EXPERIENCE**© 2019 Folkman Development Corporation. All rights reserved.

With over 25+ years of experience, we have worked on projects ranging from building single family homes to obtaining permits for the development of large subdivisions. A detail list of our experience is below.

**SINGLE FAMILY  
DETACHED HOMES**

We have completed 21 single family detached homes projects. These projects include the development of 42 starter homes, 192 median priced homes, 98 upper end homes, and road and utilities construction.

**CLUSTER DESIGNED,  
SINGLE FAMILY HOMES**

We have completed 2 clustered designed, single family detached homes projects. These projects include the development of 90 homes, with 50 plus acres of watershed land donation and 40 plus acres of conservation land.

**AFFORDABLE HOUSING****CONDOMINIUMS**

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development of 90 homes under the Massachusetts General Law "40B".

of a 30 units condominium, 14 duplexes, and 1 single family home.

**APARTMENT  
DEVELOPMENT**

We have completed 2 apartment projects, including the development of two apartment complexes totaling 45 rental units.

**HISTORICAL  
RENOVATIONS**

We have completed 2 historical renovation projects. These two projects include the restoration of a school house, circa 1850, and the restoration of an historical mansion, circa 1910.

**INDUSTRIAL  
DEVELOPMENT**

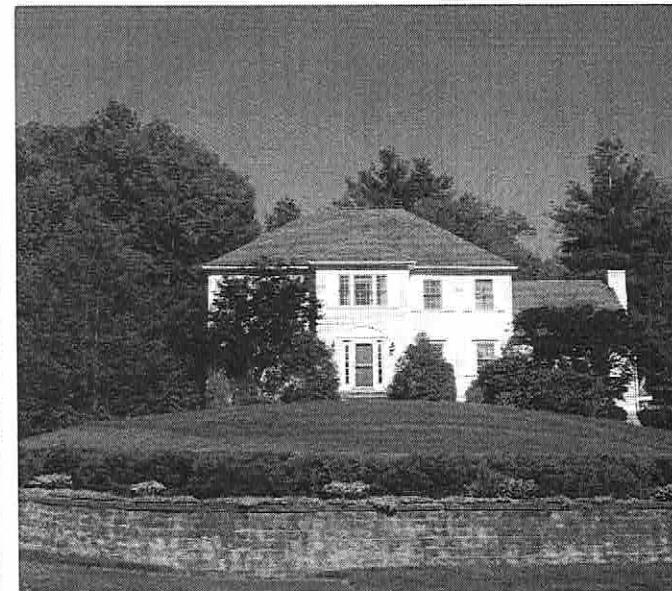
We have completed 1 industrial development project and divided a 40,000 square feet block and steel building into ten, 4,000 square feet condominiums.

**PERMITTING**

We have obtained permits for the development of 8 large subdivisions (totaling 426 single family home lots and the conversion of a 50,000+ square feet, furniture showroom and warehouse into 26 residential 2BR/2BA condominiums.

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**OUR LEADERSHIP****PAUL FOLKMAN**

Paul has 40 years of experience in all aspects of real estate planning and development. Paul has participated in the development of over 1000 residential units and 30 miles of roadways. He has B.Sc. and M.Sc. degrees from the University of Vermont with specialties in environmental studies, planning, water resources and water quality management.

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## FOLKMAN DEVELOPMENT

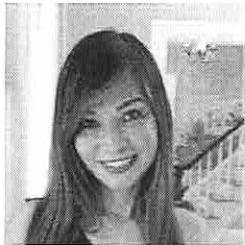
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## PERMITTING

A detailed biography, with additional work experiences and expertise is also available.

## MICHELLE LEE FOLKMAN



Michelle is the founder of Asian Real Estate Association, Dallas chapter. She has over 10 years of experience in real estate and has sold over 1000 homes. As a result of her accomplishments, she has won numerous awards, such as RE/MAX Diamond, Platin President awards. RE/MAX also recognized Michelle as one of the top 100 residential realtors in the USA. In addition, D-Magazine nominated her as one of the top residential realtors in Dallas.

## GET IN TOUCH

EMAIL US

We would love to hear from and work with you. Your questions and requests are welcome!

CALL US

## BOSTON

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## DALLAS

## CONTACT

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## PAUL FOLKMAN — BIOGRAPHY

Paul Folkman is a real estate developer, general contractor, and land planning consultant & broker. Mr. Folkman was born and raised in Rhode Island coming from a family of self employed retailers. He graduated from the University of Vermont with a B.Sc. in Biochemistry and Environmental Studies. After graduation he founded the consulting firm - Synergistic Outlook Group. This firm assembled a varied range of experts on a project needed basis to address environmental and development problems.

Mr. Folkman obtained his M.Sc. in Natural Resources Planning from the University of Vermont with a specialization in water resources and water law. He is co-author of the first comprehensive assemblage and analysis of water law in Vermont entitled: **Vermont Water Law and Rights**. His Master's Thesis: **Some Aspects of Water Law and Rights on Land Use Planning - Vermont Case Studies**.

### PUBLIC SECTOR

Mr. Folkman has held the position of Town Planner for the Town of Shelburne, Vermont. Shelburne is a suburban community near Burlington, Vermont. Accomplishments included restructuring all development permit review procedures, review of all development projects, managing, writing and providing the integrated framework for a complete revision of the Town's Master Plan including the writing and implementation of zoning by-laws and subdivision regulations.

Mr. Folkman served the City of Cleveland, Ohio as a Community Development Planner. He was responsible for evaluating needs for infrastructure improvements in neighborhoods primarily identified by political pressure. The resultant development plans were presented to the City Council for implementation by allocation of Community Development Block Grant funds. This position required numerous public meetings, interfacing with community action groups, politicians, and neighborhood leaders. Also, negotiating skills, public speaking, navigating "big city" politics and collaborating with diverse cultural populations in formulating consensus building and compromise.

Mr. Folkman's last full time public sector appointment was as Planning and Community Development Director for the Town of Mansfield, Massachusetts. Mansfield was a fast growing suburban community located halfway between Boston and Providence at the crossroads of U.S. Interstate Routes 95 & 495. This position included leading public-private joint ventures, standard development reviews, town center revitalization and all aspects of development administration.

### PRIVATE SECTOR

For the past 33 years Mr. Folkman has been self employed as a real estate developer and consultant. His activities include traditional for sale and custom detached single family housing developments, condominiums and apartment housing including all infrastructure construction, permitting, negotiating acquisitions,

assemblage, financing and marketing. This work also included special projects such as downtown I MEN  
U 4C aw rehabilitation, light industrial/office and affordable housing produced under the Massachusetts 4C aw Folkman's primary business activities have been conducted under: ***The Folkman Company, Inc., Folk Zola Builders, Inc., and Folkman Development Corporation along with numerous joint ventures and other entities.***

Mr. Folkman's development activities have to date produced approximately 1,000 housing units and 20 roads and supporting infrastructure. These cities and towns include Mansfield, Attleboro, Middleboro, Brockton, Milton, Canton, Norton, Dighton, and Foxboro. He currently works in Greater Boston and the Metroplex.

## SPECIAL NOTES

- Licensed Construction Supervisor - Commonwealth of Massachusetts - License Number CS -039108
- Licensed Real Estate Broker - Commonwealth of Massachusetts - License Number 126705
- Service in advisory capacity on local boards for the YMCA , Regional Council of Boy Scouts of America Easter Seals
- Volunteer consultant to Faith Fellowship United Methodist Church - Mansfield, Massachusetts and Pa David Arruda in the development and location of their new church and ministry facilities and will inc include a 60 unit housing development focused on supporting families with adoptive children
- Co-Founder of Smith Farm at Borderland - a non-profit corporation awarded a 65 year lease by the Department of Conservation and Recreation within the 2700 acre Borderland State Park in Easton, Massachusetts in return for renovation and restoration of the 1865 farmhouse and barn complex un State's Historic Curatorship Program
- Member and Chairman of Mansfield Board of Assessors from 1989 -2005. (property valuation and re tax appeals board)
- Former coach for youth baseball and soccer
- Eagle Scout

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